Iowa Department of Natural Resources Honey Creek Resort State Park Comparative Financial Statements

March 31, 2009

Property Management by: CENTRAL GROUP MANAGEMENT LLC



Honey Creek Resort State Park Variance Report March 2009

Operating Statistics

The resort had its busiest volume month in our short history. March finished with occupancy of 51.6% and an ADR of \$92.85 compared to a budgeted 50% occupancy and an ADR of \$101. Our competitive set achieved occupancy of 47.1% and an ADR of \$101, while the Smith travel research average for the State of Iowa ran 45% occupancy and an ADR of \$68.94. Our Spring Break package special drove our occupancy; in turn we sacrificed \$8.15 rate. We had 13 rooms out of order the week of spring break due to the shower valve/shower head punch list items being repaired. If those units were in inventory, we would have come very close to our revenue goal of \$164,378 (6 days x 109.00 x 13 rooms =\$8,502), we did achieve \$157,328 in room sales revenue.

On the F & B side, the restaurant again ran very strong numbers; we served 9,850 covers compared to a budget of 2,457. We sold \$103,515 in the dining room versus a budget of \$22,730. Our banquet business was much slower than budgeted and was \$40,629 under our budgeted goal. The wedding season starting up soon will give our banquets a boost along with our Sales blitz and action plans targeting this short fall.

Rooms Department

Guest services as a whole (desk, gift shop, reservations and activities) ran over budget by \$3,705. Much of this was due to several new staff coming on board as well as increased staffing levels due to the spring break volume and phone call volume of the resort. We operated the month of March without a full time AGM overseeing the department and saved on the salary with the Front Desk Supervisor assisting with some additional duties. The Front desk hours reflected our new Rooms Division Director being an hourly employee until he joins our staff as a full time salary on May 17. All of the Room Division Director hours for March have been coded to front office supervisor; hence we were also over in that department by \$1,957.

Housekeeping ran at 47 minutes per occupied room compared to a budget of 35 minutes, much of this was due to the excessive cleaning due to the punch list. Each room in the hotel was out of order for two full weeks in order to repair a valve in the shower faucet as well as repair/paint the dry wall which was removed as a result of the repair. Housekeeping was not budgeted to clean these unoccupied rooms. $(105 \times 20 \text{ min} = 2100 \text{ minutes or } 35 \text{ hours of Labor})$

The gift shop ran well for the month, exceeding budgeted revenue by \$1,885 and exceeding income by \$2,933. Labor ran under budget even with the increase in top line sales.

The rooms department YTD is \$2,451 over in Payroll and related expenses and under \$14,379 YTD in other expenses.

Food and Beverage

Food and beverage again exceeded budgeted sales by \$32,297 and gross income by \$9,497. The new menus and pricing for the Lakeshore Grille were implemented on March 15th, as well as the grille seeing huge volume, our food cost continued to decline, finishing the month at 35.79% (down from 39.46% in February). With some increased banquet business, we can continue to keep our food costs in line or below budget moving forward.

On the expense side, our laundry and dry cleaning ran high by \$2,990; however we were \$1,740 under in linens. Due to printing the new menus, we were also over budget in that department by \$1,760.

We are extremely confident that with the addition of the patio, and heavy banquet business for the summer that the F & B department will continue to improve on expenses and cost controls as well as become profitable.

On the beverage side we ran a higher beverage cost. We were budgeted to run 30.7% cost of sales and ran 53.6% much of this was due to the large amount of retail wine we sold as a result of "All that Jazz, Wine and Brew (which does not carry much labor). The Beverage labor was under budget by \$2,074 for March and \$7,651 YTD.

Water Park

The Waterpark is not only a great amenity, but is gaining ground on becoming a profit center as well (a rarity for an aquatics center). As a whole (waterpark passes combined with F & B), Buccaneer Bay exceeded budgeted sales by \$5,467, we were under budgeted department income by \$1,054.

On the payroll side, lifeguards ran high by \$2,481, due in part to the extended hours (9a-9p) every day of spring break, we were under on pool attendant by \$800. YTD the waterpark is \$3,583 under in payroll and related expenses.

Administrative and General

We have operated the month of March without a fulltime AGM/Rooms Division Director, therefore, under in payroll by \$1,230.

Human Resources expense includes \$2,217 for February and March background checks due to a large number of new staff.

Property Operations/Maintenance

The maintenance staff continues to work diligently and under payroll budget maintaining the resort and still assisting with many ongoing punch list items. The showerhead issues continued to be a major punch list item repair in March. Maintenance operated under budgeted payroll again, \$1,979 under for the month and \$15,257 under for YTD.

On the expense side, we continue to run over budget in waste removal, \$3,113 over for March and \$7,723 over for the year. With final approval for the compactor contract, this should help with the line item expense.

Furniture, Fixtures and Equipment expense included \$558 for an additional housekeeping cart, \$210 for a wedding arch, \$163 for a sales desk, and \$430 for a 32 foot ladder for maintenance.

The department YTD is under in expenses by \$8,446. Energy costs continue to operate in line as well \$11,066 under MTD and under \$66,107 YTD.

Sales and Marketing

In Sales and Marketing our payroll was under by \$432 MTD and \$49,501 YTD, while our media expenses were over by \$9,000 in March, YTD they are under by \$12,112.

Brochures ran high by \$1,990 as we continue to send out thousands of rack cards and sales packets. Our travel was also over by \$1,400, as our staff attended several trade shows and wedding shows in March including the IA Deer Classic, Iowa Falls Travel Show, and The Kirksville, MO Chamber of Commerce event.

Cora Whitney joined the sales staff in March full-time as the Asst. sales manager, responsible for the SMERF markets.

<u>Golf</u>

The Preserve for March was under in total revenue by \$13,908. Darin continued to push GPS sponsorship sales (\$11,750 for the month) as well as his soft goods sales \$5,226 for the month. The weather was a huge factor in March, with 12 days of temperatures in the 40's or below, and we had a total of 5 inches of rain and 4 inches of snow. We also had a total of six weekend days (Friday-Sunday) with rain and/or snow, which kept the number of rounds played down.

Darin did a great job of controlling his payroll for the month, \$17,677 below budget which more than makes up for the revenue short fall. On the income side the Preserve had a department income of -\$8,588 compared to a budget of -\$8,936. YTD the golf course is \$45,015 ahead of budgeted income projections.

Honey Creek Resort State Park Balance Sheet March 31, 2009

ASSETS

	OPERATIONS	RESERVES	COMBINED
Current Assets			
Cash			
House Banks & Petty Cash	4,300.00	0.00	4,300.00
Petty Checking Account	2,327.42	0.00	2,327.42
Depository Account	76,361.94	0.00	76,361.94
Operating Account	2,969.94	0.00	2,969.94
Receivables, Inventory, Prepaids			
MC & Visa Accts Receivable	461.89	0.00	461.89
Direct Bill Accts Receivable	15,256.39	0.00	15,256.39
Guest Ledger	(2,141.83)	0.00	(2,141.83)
Accounts Receivable - Other	0.00	0.00	0.00
Inventories - Food	25,398.38	0.00	25,398.38
Inventories - Beverage	14,475.53	0.00	14,475.53
Inventories - Gift Shop	14,044.15	0.00	14,044.15
Inventories - Pro Shop	55,679.68	0.00	55,679.68
Inventories - Waterpark	3,805.86	0.00	3,805.86
Prepaid Exp - Insurance	42,860.50	0.00	42,860.50
Prepaid Expenses - Other	17,287.59	0.00	17,287.59
Total Current Assets	273,087.44	0.00	273,087.44
Debt Service Reserve	0	700,000.00	700,000.00
Operating Reserve	0	413,593.00	413,593.00
Total Other Assets	0	1,113,593.00	1,113,593.00
Property & Equipment	0	0.00	0.00
Furniture Fixtures & Equipment	11,130.20	0.00	11,130.20
Net Property & Equipment	11,130.20	0.00	11,130.20
Total Assets	\$ 284,217.64 \$	1,113,593.00 \$	1,397,810.64

Honey Creek Resort State Park Balance Sheet March 31, 2009

LIABILITIES AND CAPITAL

		OPERATIONS	RESERVES	COMBINED
Current Liabilities				
Accounts Payable	\$	271,936.91 \$	0.00	271,936.91
Advance Deposits from Guests		360,374.75	0.00	360,374.75
Gift Certificates - Unredeemed		105,758.01	0.00	105,758.01
Management Fees Payable		15,300.00	0.00	15,300.00
Taxes Payable - Sales Tax		28,097.00	0.00	28,097.00
Accrued Banquet Gratuities		0.00	0.00	0.00
Accrued Interest Payable		502,496.00	0.00	502,496.00
Accrued Payroll Payable		96,535.60	0.00	96,535.60
Accrued Workers' Compensation		14,958.00	0.00	14,958.00
Total Current Liabilities		1,395,456.27	0.00	1,395,456.27
Long-Term Liabilities				_
Total Long-Term Liabilities		0.00	0.00	0.00
Total Liabilities		1,395,456.27	0.00	1,395,456.27
Capital				
Pre-opening Funds		30,000.00	0.00	30,000.00
FF & E Budget/Inventory		83,664.93	0.00	83,664.93
Debt Service Reserve		0.00	700,000.00	700,000.00
Operating Reserve		86,407.00	413,593.00	500,000.00
Net Income	_	(1,311,310.56)	0.00	(1,311,310.56)
Total Capital		(1,111,238.63)	1,113,593.00	2,354.37
Total Liabilities & Equity	\$	284,217.64 \$	1,113,593.00	1,397,810.64

Honey Creek Resort State Park

Operating Statistics For the period of September 18, 2008 - March 31, 2009

CURF	RENT MONT	Н		Υ	EAR TO DAT	Έ
THIS YEAR	<u>BUDGET</u>	LAST YEAR		THIS YEAR	<u>BUDGET</u>	LAST YEAR
			LODGE OCCUPANCY STATISTICS:			
\$92.85	\$101.00	\$0.00	AVERAGE DAILY RATE	\$92.01	\$104.00	\$0.00
51.6%	50.0%	0.0%	PERCENT OF OCCUPANCY	35.6%	46.7%	0.0%
1,652	1,628	0	TOTAL ROOMS SOLD	6,940	9,514	0
1,680	1,628	0	TOTAL ROOMS OCCUPIED	7,250	9,514	0
			ADR BY MARKET SEGMENT:			
\$81.72	\$84.85	\$0.00	CORPORATE	\$72.48	\$87.30	\$0.00
\$83.99	\$95.00	\$0.00	GROUP	\$83.25	\$98.90	\$0.00
\$94.62	\$115.00	\$0.00	TOURIST/OTHER	\$97.68	\$116.35	\$0.00
			MARKET MIX PERCENT:			
8.0%	10.0%	0.0%	CORPORATE	11.8%	12.8%	0.0%
7.0%	55.0%	0.0%	GROUP	18.7%	49.4%	0.0%
85.1%	35.0%	0.0%	TOURIST/OTHER	69.5%	37.8%	0.0%
28	0	0	COMPLIMENTARY ROOMS	310	0	0
2.3	1.6	0.0	NUMBER OF GUEST/ROOM SOLD	1.7	1.6	0.0
\$47.92	\$50.50	\$0.00	REVENUE PER AVAILABLE ROOM	\$32.75	\$48.59	\$0.00
			RATHBUN LAKESHORE GRILLE			
9,850	2,457	0	NUMBER OF COVERS	48,193	18,994	0
\$7.84	\$7.00	\$0.00	DINING AVE COVER - BREAKFAST	\$8.20	\$7.00	\$0.00
\$10.44	\$10.00	\$0.00	DINING AVE COVER - LUNCH	\$10.56	\$10.00	\$0.00
\$12.36	\$15.00	\$0.00	DINING AVE COVER - DINNER	\$12.15	\$15.00	\$0.00
			BANQUETS			
1,644	4,655	0	NUMBER OF COVERS	9,831	22,150	0
\$11.40	\$10.00	\$0.00	BANQUET - BREAKFAST	\$11.55	\$10.00	\$0.00
\$3.57	\$6.25	\$0.00	BANQUET - BREAKS	\$3.51	\$6.25	\$0.00
\$10.55	\$12.00	\$0.00	BANQUET - LUNCH	\$12.92	\$12.00	\$0.00
\$21.99	\$25.00	\$0.00	BANQUET - DINNER	\$22.44	\$25.00	\$0.00

Honey Creek Resort State Park Summary Income Statement For the Nine Months Ending March 31, 2009

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						REVENUES						
157,328	44.08	164,378	(7,050)	\$ 0	0.00	Room	672,593	40.17	989,722	(317,129)	0	0.00
124,221	34.80	100,925	23,296	0	0.00	Food	666,246	39.79	572,064	94,182	0	0.00
20,384	5.71	19,938	446	0	0.00	Beverage	131,513	7.85	112,879	18,634	0	0.00
5,110	1.43	3,255	1,855	0	0.00		22,549	1.35	21,159	1,390	0	0.00
22,847	6.40	17,380	5,467	0	0.00		87,253	5.21	102,126	(14,873)	0	0.00
24,672	6.91	38,580	(13,908)	0	0.00	The Preserve - Golf	86,571	5.17	134,355	(47,784)	0	0.00
4	0.00	488	(484)	0	0.00	Telephone	144	0.01	2,854	(2,710)	0	0.00
2,342	0.66	3,710	(1,368)	0	0.00	Other	7,574	0.45	22,692	(15,118)	0	0.00
356,908	100.00	348,654	8,254	0	0.00	Total Revenue	1,674,443	100.00	1,957,851	(283,408)	0	0.00
					DI	EPARTMENTAL COSTS AND EXPEN	SES					
52,234	14.64	43,605	8,629	0		Room	270,417	16.15	282,345	(11,928)	0	0.00
125,174	35.07	94,202	30,972	0	0.00	Food	767,451	45.83	583,854	183,597	0	0.00
19,461	5.45	15,836	3,625	0	0.00	Beverage	105,606	6.31	95,550	10,056	0	0.00
2,272	0.64	3,350	(1,078)	0	0.00	Gift Shop	22,041	1.32	23,263	(1,222)	0	0.00
26,488	7.42	19,967	6,521	0	0.00		126,728	7.57	126,052	676	0	0.00
32,165	9.01	47,516	(15,351)	0	0.00		229,013	13.68	322,907	(93,894)	0	0.00
5,260	1.47	4,314	946	0	0.00	Telephone	23,347	1.39	29,258	(5,911)	0	0.00
263,054	73.70	228,790	34,264	0	0.00	Total Dept Costs & Expense	1,544,603	92.25	1,463,229	81,374	0	0.00
93,854	26.30	119,864	(26,010)	0	0.00	Operating Dept Income	129,840	7.75	494,622	(364,782)	0	0.00
						UNDISTRIBUTED EXPENSES						
36,996	10.37	30,433	6,563	0	0.00	Administrative & General	221,650	13.24	200,528	21,122	0	0.00
66,960	18.76	53,668	13,292	0	0.00	Sales & Marketing	255,775	15.28	383,251	(127,476)	0	0.00
21,094	5.91	20,221	873	0	0.00		117,239	7.00	133,035	(15,796)	0	0.00
30,859	8.65	41,925	(11,066)	0	0.00	Energy	171,568	10.25	237,675	(66,107)	0	0.00
155,909	43.68	146,247	9,662	0	0.00	Total Undistributed Expenses	766,232	45.76	954,489	(188,257)	0	0.00
(62,055)	(17.39)	(26,383)	(35,672)	0	0.00	Income Bf Mgmt Fee & Fixed Chg	(636,392)	(38.01)	(459,867)	(176,525)	0	0.00
					MA	NAGEMENT FEES AND FIXED CHA	RGES					
15,300	4.29	15,300	0	0		Management Fees	91,800	5.48	107,100	(15,300)	0	0.00
13,626	3.82	13,500	126	0		Rent, Prop Tax & Insurance	80,623	4.81	94,500	(13,877)	0	0.00
125,624	35.20	125,624	0	0		Interest	502,496	30.01	502,496	0	0	0.00
0	0.00	0	0	0	0.00	Depreciation & Amortization	0	0.00	0	0	0	0.00
154,550	43.30	154,424	126	0	0.00	Total Mgmt Fee-Fixed Charges	674,919	40.31	704,096	(29,177)	0	0.00
(216,605)	(60.69)	(180,807)	(35,798)	\$0	0.00	Net Income Before Taxes	(1,311,311)	(78.31)	(1,163,963)	(147,348)	0	0.00

Honey Creek Resort State Park Summary Income Statement For the Nine Months Ending March 31, 2009

Current Month This Year	Current Month Budget	Current Month Last Year		Year to Date This Year	Year to Date Budget	Year to Date Last Year
			STATISTICS			
40,789	39,846	0	Total Revenue PAR	29,441	34,424	0
(7,092)	(3,015)	0	Income before Fixed Chgs PAR	(11,189)	(8,086)	0
(24,755)	(20,664)	0	Income Before Income Tax PAR	(23,056)	(20,465)	0

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent	DOOMS SCHEDULE	Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						ROOMS SCHEDULE						
						REVENUE						
10,950	6.96	13,834	(2,884)	0	0.00	Corporate	62,039	9.22	106,509	(44,470)	0	0.00
9,827	6.25	85,037	(75,210)	0			112,643	16.75	464,754	(352,111)	0	0.00
135,211	85.94	65,507	69,704	0		Tourist/Other	492,389	73.21	418,459	73,930	0	0.00
1,340	0.85	0	1,340	0	0.00	Other	5,522	0.82	0	5,522	0	0.00
157,328	100.00	164,378	(7,050)	0	0.00	Total Revenue	672,593	100.00	989,722	(317,129)	0	0.00
						PAYROLL & RELATED EXPENS	SES					
4,124	2.62	2,167	1,957	0	0.00		19,215	2.86	15,169	4,046	0	0.00
10,029	6.37	6,324	3,705	0	0.00	Salaries & Wages- Front Desk	57,301	8.52	47,464	9,837	0	0.00
757	0.48	992	(235)	0	0.00	Salaries & Wages - Reservation	2,885	0.43	6,400	(3,515)	0	0.00
11,201	7.12	7,591	3,610	0	0.00	Salaries & Wages - Rm Attend	58,066	8.63	44,375	13,691	0	0.00
2,703	1.72	2,174	529	0	0.00	Salaries & Wages - Laundry	9,629	1.43	12,710	(3,081)	0	0.00
1,671	1.06	1,054	617	0	0.00	Salaries & Wages - Rm Inspect	8,814	1.31	6,800	2,014	0	0.00
2,500	1.59	2,500	0	0	0.00		15,833	2.35	17,500	(1,667)	0	0.00
1,947	1.24	1,984	(37)	0		Salaries & Wages -Activities	8,485	1.26	12,800	(4,315)	0	0.00
3,833	2.44	3,968	(135)	0	0.00	Salaries & Wages -Public Space	18,618	2.77	25,600	(6,982)	0	0.00
3,562	2.26	2,718	844	0		Payroll Taxes	18,652	2.77	17,846	806	0	0.00
3,378	2.15	2,834	544	0	0.00	Employee Benefits	11,093	1.65	19,476	(8,383)	0	0.00
45,705	29.05	34,306	11,399	0	0.00	Total P/R & Related Expense	228,591	33.99	226,140	2,451	0	0.00
						OTHER EXPENSES						
0	0.00	1,872	(1,872)	0	0.00	Commissions - Travel Agent	0	0.00	10,941	(10,941)	0	0.00
1,281	0.81	1,500	(219)	0	0.00	Cable/Satellite Television	8,355	1.24	10,500	(2,145)	0	0.00
0	0.00	0	0	0			944	0.14	0	944	0	0.00
10	0.01	49	(39)	0		Laundry & Dry Cleaning	494	0.07	286	208	0	0.00
461	0.29	814	(353)	0			1,656	0.25	4,758	(3,102)	0	0.00
143	0.09	100	43	0		•	626	0.09	700	(74)	0	0.00
513	0.33	407	106	0	0.00	Reservations	3,110	0.46	2,379	731	0	0.00
279	0.18	570	(291)	0	0.00	Supplies - Cleaning	4,215	0.63	3,331	884	0	0.00
2,279	1.45	2,441	(162)	0	0.00	Supplies - Guest	15,023	2.23	14,271	752	0	0.00
688	0.44	732	(44)	0	0.00	Supplies - Laundry	2,643	0.39	4,281	(1,638)	0	0.00
408 347	0.26 0.22	244 163	164 184	0	0.00	Supplies-Printing & Stationery Supplies - Other	3,151	0.47 0.10	1,427 952	1,724	0	0.00
50	0.22	0	50	0	0.00	Telephone - Rooms	651 300	0.10	952	(301) 300	0	0.00
70	0.03	407	(337)	0	0.00	Uniforms - Rooms	658	0.04	2,379	(1,721)	0	0.00
	0.04		(337)		0.00	Chilornis - Rooms		0.10	2,319	(1,721)		0.00
6,529	4.15	9,299	(2,770)	0	0.00	Total Other Expenses	41,826	6.22	56,205	(14,379)	0	0.00
105,094	66.80	120,773	(15,679)	0	0.00	Dept. Income (Loss)	402,176	59.79	707,377	(305,201)	0	0.00
Current Month		Current Month		Current Month			Year to Date		Year to Date		Year to Date	
This Year		Budget		Last Year			This Year		Budget		Last Year	
						STATISTICS						
17,980		18,786		0		Room Revenue PAR	11,826		17,403		0	

Current Month This Year	(Current Month Budget		rrent Month Last Year		Year to Date This Year		Year to Date Budget		Year to Date Last Year	
					TELEPHONE SCHEDULE						
					REVENUE						
4	0.00	488	(484)	0.0) Long Distance	144	0.02	2,854	(2,710)	0	0.00
4	0.00	488	(484)	0.0	Total Telephone Revenue	144	0.02	2,854	(2,710)	0	0.00
					COST OF CALLS						
1,196	0.76	1,000	196	0.0) Local	7,816	1.16	7,000	816	0	0.00
1,230	0.78	814	416	0.0) Long Distance	4,322	0.64	4,758	(436)	0	0.00
2,426	1.54	1,814	612	0.0) Total Cost of Calls	12,138	1.80	11,758	380	0	0.00
					EXPENSES						
1,104	0.70	500	604	0.0	Repairs Equip/Maint Contract	2,557	0.38	3,500	(943)	0	0.00
1,730	1.10	2,000	(270)	0.0	High Speed Internet	8,652	1.29	14,000	(5,348)	0	0.00
(5,256)	(3.34)	(3,826)	(1,430)	0.0	Telephone Income (Loss)	(23,203)	(3.45)	(26,404)	3,201	0	0.00
Current Month This Year	(Current Month Budget		rrent Month Last Year		Year to Date This Year		Year to Date Budget		Year to Date Last Year	
1		56		0	STATISTICS Telephone Revenue PAR	3		50		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
					F	RENTALS-OTHER INCOME SCHEI	DULE					
						SPACE & COMMISSIONS						
516	0.33	2,441	(1,925)	0	0.00	Arcade Commissions	2,373	0.35	14,271	(11,898)	0	0.00
0	0.00	0	0	0	0.00	Bike Rentals	15	0.00	1,000	(985)	0	0.00
0	0.00	130	(130)	0	0.00	Laundry/Valet	29	0.00	760	(731)	0	0.00
1,398	0.89	570	828	0	0.00	Vending Commissions	4,524	0.67	3,331	1,193	0	0.00
15	0.01	0	15	0	0.00	In-house Movies/Rentals	125	0.02	0	125	0	0.00
0	0.00	488	(488)	0	0.00	Other Commissions	0	0.00	2,854	(2,854)	0	0.00
1,929	1.23	3,629	(1,700)	0	0.00	Total Commissions	7,066	1.05	22,216	(15,150)	0	0.00
0	0.00	0	0	0	0.00	Total Interest Income	0	0.00	0	0	0	0.00
						OTHER INCOME						
0	0.00	81	(81)	0	0.00	Copies & Faxes	9	0.00	476	(467)	0	0.00
0	0.00	0	0	0	0.00	Package Incidentals	86	0.01	0	86	0	0.00
413	0.26	0	413	0	0.00	Other Income	413	0.06	0	413	0	0.00
413	0.26	81	332	0	0.00	Total Other Income	508	0.08	476	32	0	0.00
2,342	1.49	3,710	(1,368)	0	0.00	Total Rentals - Other Income	7,574	1.13	22,692	(15,118)	0	0.00
Current Month		Current Month		Current Month			Year to Date		Year to Date		Year to Date	
This Year		Budget		Last Year			This Year		Budget		Last Year	
220		415		0		STATISTICS Commissions PAR	124		391		0	
268		424		0		Total Rentals/Other Inc PAR	133		399		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
					AI	OMINSTRATIVE - GENERAL SCHI	EDULE					
12.200	2.45	12.412	(1.105)	0	0.00	PAYROLL & RELATED EXPENS		5.50	02.001	(1.707)	0	0.00
12,308	3.45	13,413	(1,105)	0		Salaries & Wages - A & G	92,164	5.50	93,891	(1,727)	0	0.00
1,064 1,067	0.30 0.30	1,267 989	(203) 78	0		Payroll Taxes Employee Benefits	7,947 7,127	0.47 0.43	8,869 6,923	(922) 204	0	0.00
1,007	0.30	989			0.00	Employee Beliefits	7,127	0.43	0,923			0.00
14,439	4.05	15,669	(1,230)	0	0.00	Total Payroll - Related Expenses	107,238	6.40	109,683	(2,445)	0	0.00
						OTHER EXPENSES						
1	0.00	0	1	0		2	1,688	0.10	0	1,688	0	0.00
7,042	1.97	8,019	(977)	0		Commissions - Credit Cards	31,872	1.90	45,030	(13,158)	0	0.00
(244)	(0.07)	0	(244)	0			3,537	0.21	0	3,537	0	0.00
1,526 1,059	0.43 0.30	1,200	326	0		Computer/PMS Maint	10,147 7,184	0.61 0.43	7,200 7,200	2,947	0	0.00
1,039	0.30	1,200 400	(141) (205)	0		Computer/Hardware Maint Data Processing	7,184 3,698	0.43	7,200 2,400	(16) 1,298	0	0.00
20	0.03	400	20	0		Donations Donations	120	0.22	2,400	1,298	0	0.00
0	0.00	50	(50)	0		Dues and Subscriptions	80	0.00	350	(270)	0	0.00
395	0.00	445	(50)	0		Education and Training	3,683	0.00	3,115	568	0	0.00
2,356	0.11	400	1,956	0		Human Resources	6,946	0.22	2,800	4,146	0	0.00
2,330	0.00	0	1,930	0		Licenses & Fees	1,030	0.41	2,800	1,030	0	0.00
1,270	0.36	100	1,170	0		Meals/Entertainment	4,312	0.26	700	3,612	0	0.00
359	0.10	450	(91)	0		Payroll Processing Fee	2,333	0.14	4,150	(1,817)	0	0.00
871	0.24	400	471	0		Postage and Telegrams	4,898	0.29	2,800	2,098	0	0.00
1,113	0.31	200	913	0		Printing and Stationery	7,446	0.44	1,400	6,046	0	0.00
280	0.08	500	(220)	0			1,453	0.09	3,500	(2,047)	0	0.00
0	0.00	0	0	0		Provision for Doubtful A/R	0	0.00	0	0	0	0.00
0	0.00	0	0	0		Security	106	0.01	0	106	0	0.00
2,129	0.60	750	1,379	0	0.00	Supplies - Operating	13,221	0.79	5,250	7,971	0	0.00
461	0.13	150	311	0	0.00	Telephone	2,055	0.12	1,050	1,005	0	0.00
3,191	0.89	500	2,691	0	0.00	Travel	8,004	0.48	3,900	4,104	0	0.00
0	0.00	0	0	0		Vehicle Expense	0	0.00	0	0	0	0.00
533	0.15	0	533	0	0.00	Other Admin Expenses	599	0.04	0	599	0	0.00
22,557	6.32	14,764	7,793	0	0.00	Total Other Expenses	114,412	6.83	90,845	23,567	0	0.00
36,996	10.37	30,433	6,563	0	0.00	Total Admin-General Expenses	221,650	13.24	200,528	21,122	0	0.00
0 24 3		0 01 3		0 24 4			V		V		V	
Current Month This Year		Current Month Budget		Current Month Last Year			Year to Date This Year		Year to Date Budget		Year to Date Last Year	
4,228		3,478		0		STATISTICS A & G PAR	3,897		3,526		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						SALES & MARKETING SCHEDU PAYROLL & RELATED EXPENS						
16,790	4.70	16,095	695	0	0.00	Salaries & Wages	72,199	4.31	112,350	(40,151)	0	0.00
826	0.23	1,521	(695)	0		Payroll Taxes	4,941	0.30	10,617	(5,676)	0	0.00
835	0.23	1,267	(432)	0	0.00	Employee Benefits	5,195	0.31	8,869	(3,674)	0	0.00
18,451	5.17	18,883	(432)	0	0.00	Total Payroll - Related Expenses	82,335	4.92	131,836	(49,501)	0	0.00
						OTHER EXPENSES MEDIA						
0	0.00	0	0	0	0.00	Airport/Travel Center Displays	0	0.00	300	(300)	0	0.00
800	0.22	4,500	(3,700)	0		Billboards	800	0.05	21,000	(20,200)	0	0.00
0	0.00	835	(835)	0			2,335	0.14	5,510	(3,175)	0	0.00
22,074	6.18	4,000	18,074	0		Newspaper/Magazines	58,033	3.47	23,350	34,683	0	0.00
3,114	0.87	5,000	(1,886)	0	0.00	Radio/TV	16,367	0.98	28,500	(12,133)	0	0.00
394	0.11	3,000	(2,606)	0	0.00	Trade Pub/Directories	4,513	0.27	15,500	(10,987)	0	0.00
26,382	7.39	17,335	9,047	0	0.00	Total Media	82,048	4.90	94,160	(12,112)	0	0.00
						OTHER SALES EXPENSES:						
4,040	1.13	2,050	1,990	0		Brochures/Stuffers	8,544	0.51	13,100	(4,556)	0	0.00
0	0.00	1,200	(1,200)	0		Direct Mail Programs	0	0.00	20,800	(20,800)	0	0.00
428	0.12	650	(222)	0		Dues and Subscriptions	2,073	0.12	4,650	(2,577)	0	0.00
950	0.27	300	650	0			4,470	0.27	2,100	2,370	0	0.00
118	0.03	1,250	(1,132)	0		Postage and Telegrams	11,286	0.67	34,350	(23,064)	0	0.00
2,048	0.57	3,500 700	(1,452)	0		Production/Design	5,301	0.32	22,500	(17,199)	0	0.00
3,593 276	1.01 0.08	600	2,893 (324)	0		Promotion Promotions - Food & Bev	15,180 1,774	0.91 0.11	3,900 3,800	11,280	0	0.00
0	0.08	000	(324)	0		Promotions - Food & Bev Promotions - Buccaneer Bay	256	0.11	3,800	(2,026) 256	0	0.00
3,874	1.09	3,750	124	0		Promotions - Golf	6,034	0.02	10,250	(4,216)	0	0.00
361	0.10	100	261	0		Meals/Entertainment	741	0.30	2,000	(1,259)	0	0.00
1,696	0.10	1,000	696	0	0.00	Stationery & Forms	7,851	0.47	5,650	2,201	0	0.00
177	0.46	200	(23)	0		Supplies - Operating	3,319	0.20	1,400	1,919	0	0.00
1,096	0.31	150	946	0	0.00	Telephone	2,921	0.17	1,050	1,871	0	0.00
2,406	0.67	1,000	1,406	0		Travel	8,190	0.49	5,750	2,440	0	0.00
1,064	0.30	1,000	64	0		Other Sales Expense	13,452	0.80	25,955	(12,503)	0	0.00
22,127	6.20	17,450	4,677	0	0.00	Total Other Sales Expense	91,392	5.46	157,255	(65,863)	0	0.00
66,960	18.76	53,668	13,292	0	0.00	Total Marketing Expense	255,775	15.28	383,251	(127,476)	0	0.00
Current Month	_	Current Month	Current Month	Current Month	_		Year to Date	_	Year to Date	Year to Date	Year to Date	_
This Year	Percent	Budget	Variance	Last Year	Percent		This Year	Percent	Budget	Variance	Last Year	Percent
						STATISTICS						
7,653		6,133		0		Total Marketing Expense PAR	4,497		6,738		0)

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						PROPERTY OPER/MAINT SCHEDU	JLE					
						PAYROLL & RELATED EXPENSE	ES					
11,501	3.22	13,033	(1,532)	0	0.00	Salaries & Wages - POM	73,868	4.41	86,465	(12,597)	0	0.00
987	0.28	1,231	(244)	0	0.00	Payroll Taxes	6,506	0.39	8,167	(1,661)	0	0.00
929	0.26	1,132	(203)	0	0.00	Employee Benefits	5,004	0.30	6,003	(999)	0	0.00
13,417	3.76	15,396	(1,979)	0	0.00	Total Payroll - Related Expenses	85,378	5.10	100,635	(15,257)	0	0.00
						OTHER EXPENSES						
0	0.00	500	(500)	0	0.00	Building Maintenance	2,127	0.13	2,300	(173)	0	0.00
139	0.04	300	(161)	0	0.00	Elec/Mechanical Equip	1,323	0.08	2,100	(777)	0	0.00
373	0.10	100	273	0	0.00	Floor Covering	1,738	0.10	700	1,038	0	0.00
1,879	0.53	150	1,729	0	0.00	Furn/Fixtures/Equipment	5,211	0.31	1,050	4,161	0	0.00
40	0.01	500	(460)	0	0.00	Grounds & Landscaping	617	0.04	4,000	(3,383)	0	0.00
211	0.06	200	11	0	0.00	Painting & Decorating	411	0.02	1,000	(589)	0	0.00
221	0.06	225	(4)	0	0.00	Pest Control	1,993	0.12	1,575	418	0	0.00
451	0.13	300	151	0	0.00	Plumbing Repairs/Supplies	655	0.04	1,300	(645)	0	0.00
3,938	1.10	825	3,113	0	0.00	Removal of Waste	13,498	0.81	5,775	7,723	0	0.00
155	0.04	250	(95)	0	0.00	Supplies - Building	1,151	0.07	1,750	(599)	0	0.00
553	0.15	300	253	0	0.00	Supplies - Oper/Engineering	1,433	0.09	2,100	(667)	0	0.00
0	0.00	0	0	0	0.00	Swim Pool/Hot Tub/Sauna	706	0.04	0	706	0	0.00
50	0.01	50	0	0	0.00	Telephone	200	0.01	350	(150)	0	0.00
0	0.00	50	(50)	0	0.00	Travel - Local Mileage	321	0.02	350	(29)	0	0.00
0	0.00	0	0	0	0.00	Television Repairs	0	0.00	0	0	0	0.00
0	0.00	25	(25)	0	0.00	Uniforms	581	0.03	700	(119)	0	0.00
(333)	(0.09)	0	(333)	0	0.00	Loss & Damage	(104)	(0.01)	0	(104)	0	0.00
0	0.00	0	0	0	0.00	Other Maintenance Expense	0	0.00	0	0	0	0.00
7,677	2.15	3,775	3,902	0	0.00	Total Other Expenses	31,861	1.90	25,050	6,811	0	0.00
21,094	5.91	19,171	1,923	0	0.00	Total Prop Oper/Maintenance	117,239	7.00	125,685	(8,446)	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year		STATISTICS	Year to Date This Year		Year to Date Budget		Year to Date Last Year	
2,411		2,191		0		Total POM PAR	2,061		2,210		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						ENERGY COSTS SCHEDULE						
8,613 20,861 1,385	2.41 5.84 0.39	10,725 28,000 3,200	(2,112) (7,139) (1,815)	0 0 0	0.00	Electricity Fuels Water & Sewer	37,661 128,067 5,840	2.25 7.65 0.35	88,575 126,700 22,400	(50,914) 1,367 (16,560)	0 0 0	0.00 0.00 0.00
30,859	8.65	41,925	(11,066)	0	0.00	Total Energy Costs	171,568	10.25	237,675	(66,107)	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year		STATISTICS	Year to Date This Year		Year to Date Budget		Year to Date Last Year	
3,527		4,791		0		Total Energy Cost PAR	3,017		4,179		0	
Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						MANAGEMENT FEE SCHEDUL	ĿE					
15,300	4.29	15,300	0	0	0.00	Base Management Fee	91,800	5.48	107,100	(15,300)	0	0.00
15,300	4.29	15,300	0	0	0.00	Total Mgmt & Other Fees	91,800	5.48	107,100	(15,300)	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year		STATISTICS	Year to Date This Year		Year to Date Budget		Year to Date Last Year	
0.04		0.04		0		Base Fees/Total Revenue	0.05		0.05		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
				REI	NT, PRO	FIXED CHARGES SCHEDULE PERTY TAX, INSURANCE & CAPIT	'AL EXPENSES					
						RENT						
0	0.00	0	0	0	0.00	Total Rent	0	0.00	0	0	0	0.00
					TA	AXES OTHER THAN INCOME, PAYI	ROLL					
0	0.00	0	0	0	0.00	Total Other Taxes	0	0.00	0	0	0	0.00
13,626	3.82	13,500	126	0	0.00	INSURANCE ON BLDG/CONTENT Insurance Expense	80,623	4.81	94,500	(13,877)	0	0.00
13,626	3.82	13,500	126	0	0.00	Total Insurance	80,623	4.81	94,500	(13,877)	0	0.00
125,624	35.20	125,624	0	0	0.00	INTEREST EXPENSE Interest Expense - Mortgage	502,496	30.01	502,496	0	0	0.00
125,624	35.20	125,624	0	0	0.00	Total Interest Expense	502,496	30.01	502,496	0	0	0.00
						DEPRECIATION						
0	0.00	0	0	0	0.00	Total Depreciation & Amortizatio	0	0.00	0	0	0	0.00
139,250	39.02	139,124	126	0	0.00	Total Rent, Tax, Ins, Capital Exp	583,119	34.82	596,996	(13,877)	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year			Year to Date This Year		Year to Date Budget		Year to Date Last Year	
0 1,557 14,357		0 1,543 14,357		0 0 0		STATISTICS Real Estate Taxes PAR Insurance PAR Interest Expense PAR	0 1,418 8,835		0 1,662 8,835		0 0 0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
Tins Tour	rereent	Budget	variance	Eust Teur	rereem	FOOD SCHEDULE	Tino Tea	rereent	Buaget	Variance	Lust Teur	rereem
						DEVENTE						
103,515	83.33	22,730	80,785	0	0.00	REVENUE Dining Room	519,048	77.91	193,320	325,728	0	0.00
103,313	0.00	0	00,763	0	0.00	Bar Area	0	0.00	193,320	0	0	0.00
19,426	15.64	60,055	(40,629)	0	0.00	Banquet	144,551	21.70	287,365	(142,814)	0	0.00
0	0.00	4,801	(4,801)	0	0.00	Hotel/Room Service	0	0.00	27,062	(27,062)	0	0.00
0	0.00	0	0	0	0.00	Catering	0	0.00	0	0	0	0.00
0	0.00	0	0	0	0.00	Take Out	0	0.00	0	0	0	0.00
(3,058)	(2.46)	0	(3,058)	0	0.00	Discounts	(24,400)	(3.66)	0	(24,400)	0	0.00
119,883	96.51	87,586	32,297	0	0.00	Food Revenue	639,199	95.94	507,747	131,452	0	0.00
						OTHER INCOME						
1,699	1.37	2,565	(866)	0	0.00	Meeting Room Rentals	9,903	1.49	12,369	(2,466)	0	0.00
90	0.07	2,505	90	0	0.00	Setup Fees	1,130	0.17	0	1,130	0	0.00
165	0.13	1,539	(1,374)	0	0.00	Misc. Banquet Income - AV	1,812	0.27	7,422	(5,610)	0	0.00
715	0.58	0	715	0	0.00	Misc. Other Income	715	0.11	0	715	0	0.00
1,669	1.34	9,235	(7,566)	0	0.00	Service Charge	13,487	2.02	44,526	(31,039)	0	0.00
4,338	3.49	13,339	(9,001)	0	0.00	Total Other Revenue	27,047	4.06	64,317	(37,270)	0	0.00
124,221	100.00	100,925	23,296	0	0.00	Total Food Revenue	666,246	100.00	572,064	94,182	0	0.00
						FOOD COST OF SALES						
44,454	35.79	30,655	13,799	0	0.00	Food Consumed	268,815	40.35	177,711	91,104	0	0.00
44,454	35.79	30,655	13,799	0	0.00	Total Cost of Sales	268,815	40.35	177,711	91,104	0	0.00
79,767	64.21	70,270	9,497	0	0.00	Gross Food Income	397,431	59.65	394,353	3,078	0	0.00
						PAYROLL & RELATED EXPENSES						
5,167	4.16	5,167	0	0	0.00	Salaries & Wages-F& B Director	32,722	4.91	36,169	(3,447)	0	0.00
3,167	2.55	0,107	3,167	0	0.00	Salaries & Wages-P& B Director Salaries & Wages-Rest Mgr	19,917	2.99	0,109	19,917	0	0.00
4,377	3.52	4,907	(530)	0	0.00	Salaries & Wages-Rest Suprv	26,702	4.01	34,349	(7,647)	0	0.00
9,163	7.38	3,304	5,859	0	0.00	Salaries & Wages-Dining Server	53,782	8.07	26,446	27,336	0	0.00
2,223	1.79	1,137	1,086	0	0.00	Salaries & Wages-Busser	16,307	2.45	9,668	6,639	0	0.00
3,929	3.16	2,273	1,656	0	0.00	Salaries & Wages-Host/Hostess	22,007	3.30	19,332	2,675	0	0.00
3,083	2.48	3,000	83	0	0.00	Salaries & Wages-Banquet Suprv	10,513	1.58	21,000	(10,487)	0	0.00
3,630	2.92	7,207	(3,577)	0	0.00	Salaries & Wages-Banquet Serv	34,350	5.16	34,484	(134)	0	0.00
35	0.03	0	35	0	0.00	Salaries & Wages-Set Up Staff	35	0.01	0	35	0	0.00
11,634	9.37	3,854	7,780	0	0.00	Salaries & Wages-Cooks	71,692	10.76	30,855	40,837	0	0.00
1,905	1.53	8,408	(6,503)	0	0.00	Salaries & Wages-Banquet Cooks	14,863	2.23	40,231	(25,368)	0	0.00
4,167	3.35	4,167	0	0	0.00	Salaries & Wages-Kitchen Mgr	26,389	3.96	29,169	(2,780)	0	0.00
5,260	4.23	2,628	2,632	0	0.00	Salaries & Wages-Dishwasher	31,593	4.74	15,232	16,361	0	0.00
0	0.00	1,488	(1,488)	0	0.00	Salaries & Wages-Cleaning	23	0.00	9,312	(9,289)	0	0.00
6,536	5.26	4,492	2,044	0	0.00	Payroll Taxes	38,985	5.85	28,940	10,045	0	0.00
5,522	4.45	3,093	2,429	0	0.00	Employee Benefits	20,881	3.13	21,042	(161)	0	0.00
69,798	56.19	55,125	14,673	0	0.00	Total Payroll - Related Expenses	420,761	63.15	356,229	64,532	0	0.00

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
_						OTHER EXPENSES						
0	0.00	175	(175)	0		China	0	0.00	1,015	(1,015)	0	0.00
0	0.00	0	0	0	0.00	Computer/Data Processing	90	0.01	0	90	0	0.00
79	0.06	0	79	0	0.00	Contract Cleaning	317	0.05	1,000	(683)	0	0.00
0	0.00	0	0	0	0.00	Contract Labor	3,396	0.51	0	3,396	0	0.00
54	0.04	0	54	0	0.00	Decorations	480	0.07	0	480	0	0.00
0	0.00	438	(438)	0	0.00	Glassware	0	0.00	2,539	(2,539)	0	0.00
335	0.27	0	335	0	0.00	Kitchen Fuel	3,341	0.50	0	3,341	0	0.00
3,165	2.55	175	2,990	0	0.00	Laundry & Dry Cleaning	19,002	2.85	1,015	17,987	0	0.00
12	0.01	1,752	(1,740)	0	0.00	Linens	1,075	0.16	10,155	(9,080)	0	0.00
1,979	1.59	219	1,760	0	0.00	Menus	2,902	0.44	1,269	1,633	0	0.00
0	0.00	0	0	0	0.00	Personnel Training	1,120	0.17	0	1,120	0	0.00
0	0.00	263	(263)	0	0.00	Silverware	508	0.08	1,525	(1,017)	0	0.00
1,639	1.32	657	982	0	0.00	Supplies - Cleaning	13,933	2.09	3,808	10,125	0	0.00
682	0.55	219	463	0	0.00	Supplies - Guest/Dining	4,135	0.62	1,269	2,866	0	0.00
916	0.74	1,314	(398)	0	0.00	Supplies-Kitchen/Utensils	8,915	1.34	7,618	1,297	0	0.00
14	0.01	26	(12)	0	0.00	Supplies - Medical	334	0.05	153	181	0	0.00
179	0.14	876	(697)	0	0.00	Supplies - Paper	1,930	0.29	5,077	(3,147)	0	0.00
75	0.06	350	(275)	0	0.00	Pizza Boxes	256	0.04	2,030	(1,774)	0	0.00
0	0.00	131	(131)	0	0.00	Supplies-Printing/Stationery	575	0.09	762	(187)	0	0.00
1,007	0.81	876	131	0	0.00	Supplies - To Go	3,991	0.60	5,077	(1,086)	0	0.00
5	0.00	0	5	0	0.00	Supplies - Other	234	0.04	0	234	0	0.00
250	0.20	75	175	0	0.00	Telephone - Food	1,500	0.23	525	975	0	0.00
201	0.16	0	201	0	0.00	Travel	3,215	0.48	0	3,215	0	0.00
330	0.27	876	(546)	0	0.00	Uniforms - Foods	6,626	0.99	5,077	1,549	0	0.00
10,922	8.79	8,422	2,500	0	0.00	Total Other Expenses	77,875	11.69	49,914	27,961	0	0.00
(953)	(0.77)	6,723	(7,676)	0	0.00	Food Department Income (Loss)	(101,205)	(15.19)	(11,790)	(89,415)	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year		STATISTICS	Year to Date This Year		to Date udget		ear to Date ast Year	

Food Rev/Room Revenue

0.99

0.58

0

0.80

0.61

0

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent	BEVERAGE SCHEDULE	Year to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
5,913	29.01	1,364	4,549	0	0.00	REVENUES Restaurant - Liquor Sales	44,336	33.71	11,600	32,736	0	0.00
7,632	37.44	2,728	4,904	0	0.00	Restaurant - Beer Sales	47,341	36.00	23,200	24,141	0	0.00
3,020	14.82	455	2,565	0	0.00	Restaurant - Wine Sales	19,729	15.00	3,868	15,861	0	0.00
16,565	81.26	4,547	12,018	0	0.00	Restaurant Beverage Revenue	111,406	84.71	38,668	72,738	0	0.00
179	0.88	4,617	(4,438)	0	0.00	Banquet - Liquor Sales	15,568	11.84	22,263	(6,695)	0	0.00
166	0.81	9,235	(9,069)	0	0.00	Banquet - Beer Sales	166	0.13	44,526	(44,360)	0	0.00
3,474	17.04	1,539	1,935	0	0.00	Banquet - Wine Sales	3,774	2.87	7,422	(3,648)	0	0.00
0	0.00	0	0	0	0.00	Other Beverage Income	599	0.46	0	599	0	0.00
3,819	18.74	15,391	(11,572)	0	0.00	Banquet Beverage Revenue	20,107	15.29	74,211	(54,104)	0	0.00
20,384	100.00	19,938	446	0	0.00	Beverage Revenue	131,513	100.00	112,879	18,634	0	0.00
						BEVERAGE COST OF SALES						
1,509	7.40	1,196	313	0	0.00	Liquor Consumed	12,807	9.74	6,773	6,034	0	0.00
3,266	16.02	3,230	36	0	0.00	Beer Consumed	19,203	14.60	18,285	918	0	0.00
4,340	21.29	698	3,642	0	0.00	Wine Consumed	12,511	9.51	3,950	8,561	0	0.00
1,430	7.02	997	433	0	0.00	Beverage Mixers	6,475	4.92	5,646	829	0	0.00
390	1.91	0	390	0	0.00	Other Cost of Sales	1,299	0.99	0	1,299	0	0.00
10,935	53.65	6,121	4,814	0	0.00	Total Cost of Sales	52,295	39.76	34,654	17,641	0	0.00
9,449	46.35	13,817	(4,368)	0	0.00	Gross Beverage Income	79,218	60.24	78,225	993	0	0.00
						PAYROLL & RELATED EXPENSES						
4,172	20.47	5,394	(1,222)	0	0.00	Salaries & Wages - Dining Room	27,029	20.55	33,756	(6,727)	0	0.00
0	0.00	1,994	(1,994)	0	0.00	Salaries & Wages - Banquet	3,807	2.89	11,289	(7,482)	0	0.00
1,241	6.09	0	1,241	0	0.00	Salaries & Wages - Admin	6,409	4.87	0	6,409	0	0.00
634	3.11	698	(64)	0	0.00	Payroll Taxes	4,772	3.63	4,257	515	0	0.00
335	1.64	370	(35)	0	0.00	Employee Benefits	2,071	1.57	2,437	(366)	0	0.00
6,382	31.31	8,456	(2,074)	0	0.00	Total Payroll - Related Expenses	44,088	33.52	51,739	(7,651)	0	0.00

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
						OTHER EXPENSES						
0	0.00	40	(40)	0	0.00	Contract Cleaning	0	0.00	225	(225)	0	0.00
0	0.00	299	(299)	0	0.00	Glassware	0	0.00	1,693	(1,693)	0	0.00
200	0.98	200	0	0	0.00	Insurance - Liability	1,200	0.91	1,400	(200)	0	0.00
0	0.00	0	0	0	0.00	License & Taxes	500	0.38	0	500	0	0.00
0	0.00	50	(50)	0	0.00	Menus	0	0.00	283	(283)	0	0.00
864	4.24	200	664	0	0.00	Music & Entertainment	4,005	3.05	2,900	1,105	0	0.00
400	1.96	0	400	0	0.00	Personnel Training	760	0.58	0	760	0	0.00
44	0.22	130	(86)	0	0.00	Supplies - Cleaning	219	0.17	735	(516)	0	0.00
214	1.05	40	174	0	0.00	Supplies - Guest/Dining	561	0.43	225	336	0	0.00
87	0.43	60	27	0	0.00	Supplies - Bar/Utensils	433	0.33	340	93	0	0.00
335	1.64	130	205	0	0.00	Supplies - Paper	1,515	1.15	735	780	0	0.00
0	0.00	30	(30)	0	0.00	Supplies-Printing/Stationery	0	0.00	169	(169)	0	0.00
0	0.00	0	0	0	0.00	Supplies - Other Beverage	30	0.02	0	30	0	0.00
0	0.00	80	(80)	0	0.00	Uniforms - Beverage	0	0.00	452	(452)	0	0.00
2,144	10.52	1,259	885	0	0.00	Total Other Expenses	9,223	7.01	9,157	66	0	0.00
923	4.53	4,102	(3,179)	0	0.00	Beverage Department Income	25,907	19.70	17,329	8,578	0	0.00
Current Month		Current Month		Current Month			Year to Date	Vear	to Date	Ve	ear to Date	
This Year		Budget		Last Year			This Year		udget		ast Year	
Tims Total		Budget		Eust Tour		STATISTICS	Tins Tour		auger	_	aust Tour	
0.16		0.20		0		Bev Rev/Food Revenue	0.20		0.20		0	
0.13		0.12		0		Bev Rev/Room Revenue	0.20		0.11		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent	GIFT SHOP SCHEDULE	Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						REVENUE						
5,443	106.52	3,255	2,188	0		Gift Shop Revenue	25,268	112.06	21,159	4,109	0	0.00
(333)	(6.52)	0	(333)	0	0.00	Discounts - Gift Shop	(2,719)	(12.06)	0	(2,719)	0	0.00
5,110	100.00	3,255	1,855	0	0.00	Gift Shop Revenue	22,549	100.00	21,159	1,390	0	0.00
						GIFT SHOP COST OF SALES						
511	10.00	1,628	(1,117)	0		Gift Shop Cost of Sales	11,812	52.38	10,579	1,233	0	0.00
0	0.00	0	0	0	0.00	Other Gift Shop Cost of Sales	(38)	(0.17)	0	(38)	0	0.00
511	10.00	1,628	(1,117)	0	0.00	Total Cost of Sales	11,774	52.22	10,579	1,195	0	0.00
4,599	90.00	1,627	2,972	0	0.00	Gross Gift Shop Income	10,775	47.78	10,580	195	0	0.00
						PAYROLL & RELATED EXPENSES						
1,405	27.50	1,488	(83)	0	0.00		8,961	39.74	10,976	(2,015)	0	0.00
129	2.52	141	(12)	0		Payroll Taxes	853	3.78	1,039	(186)	0	0.00
227	4.44	43	184	0	0.00	Employee Benefits	453	2.01	319	134	0	0.00
1,761	34.46	1,672	89	0	0.00	Total Payroll - Related Expenses	10,267	45.53	12,334	(2,067)	0	0.00
						OTHER EXPENSES						
0	0.00	50	(50)	0	0.00	Operating Supplies	0	0.00	350	(350)	0	0.00
0	0.00	50	(50)	0	0.00	Total Other Expenses	0	0.00	350	(350)	0	0.00
2,838	55.54	(95)	2,933	0	0.00	Gift Department Income (Loss)	508	2.25	(2,104)	2,612	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year			to Date s Year		to Date udget		ear to Date Last Year	
584		372		0		Gift Sales PAR	396		372		0	

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent	BUCCANEER BAY SCHEDULE	Year to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
0.225	40.20	0.250	(4.6)		0.00	REVENUES	20.221	12.00	54.250	(1.5.0.40)		0.00
9,226	40.38	9,270	(44)	0	0.00	Waterpark Passes	38,221	43.80	54,270	(16,049)	0	0.00
0	0.00 0.97	1,600	(1,600) 222	0	0.00	Birthday Parties	50	0.06	9,800	(9,750) 3,806	0	0.00
222	0.97	0	0	0		Waterpark Merchandise Other Waterpark Revenue	3,806 132	4.36 0.15	0	3,806 132	0	0.00
	0.00				0.00	Other Waterpark Revenue	132	0.13				0.00
9,448	41.35	10,870	(1,422)	0	0.00	Waterpark Revenue	42,209	48.38	64,070	(21,861)	0	0.00
14,320	62.68	3,255	11,065	0	0.00	Waterpark Snack Bar Food	50,094	57.41	19,028	31,066	0	0.00
1,866	8.17	3,255	(1,389)	0	0.00	Waterpark Snack Bar Beverage	5,223	5.99	19,028	(13,805)	0	0.00
(2,787)	(12.20)	0	(2,787)	0	0.00	Discounts - Waterpark	(10,273)	(11.77)	0	(10,273)	0	0.00
13,399	58.65	6,510	6,889	0	0.00	Waterpark Food & Beverage	45,044	51.62	38,056	6,988	0	0.00
22,847	100.00	17,380	5,467	0	0.00	Buccaneer Bay Revenue	87,253	100.00	102,126	(14,873)	0	0.00
						SNACK BAR COST OF SALES						
4,920	21.53	1,139	3,781	0	0.00	Snack Bar Food Costs	21,157	24.25	6,659	14,498	0	0.00
112	0.49	977	(865)	0	0.00	Snack Bar Food Costs Snack Bar Beverage Cost	223	0.26	5,709	(5,486)	0	0.00
768	3.36	326	442	0		Other Cost of Sales	3,520	4.03	1,903	1,617	0	0.00
700	5.50	320			0.00	outer cost of suics	3,320	1.05		1,017		0.00
5,800	25.39	2,442	3,358	0	0.00	Total Cost of Sales	24,900	28.54	14,271	10,629	0	0.00
17,047	74.61	14,938	2,109	0	0.00	Gross Waterpark Income	62,353	71.46	87,855	(25,502)	0	0.00
						PAYROLL & RELATED EXPENSES						
8,337	36.49	5,856	2,481	0	0.00	Salaries & Wages - Lifeguards	39,849	45.67	35,904	3,945	0	0.00
2,917	12.77	2,917	0	0	0.00	Salaries & Wages- WPark Suprv	18,472	21.17	20,419	(1,947)	0	0.00
0	0.00	800	(800)	0	0.00	Salaries & Wages -Pool Attend	0	0.00	4,800	(4,800)	0	0.00
3,218	14.09	2,976	242	0	0.00	Salaries & Wages -Snack Bar	19,276	22.09	18,624	652	0	0.00
1,335	5.84	1,185	150	0	0.00	Payroll Taxes	7,155	8.20	7,633	(478)	0	0.00
1,605	7.02	1,491	114	0	0.00	Employee Benefits	7,707	8.83	8,662	(955)	0	0.00
17,412	76.21	15,225	2,187	0	0.00	Total Payroll - Related Expenses	92,459	105.97	96,042	(3,583)	0	0.00

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
						OTHER EXPENSES						
1,356	6.65	1,091	265	0	0.00		3,988	3.05	6,378	(2,390)	0	0.00
642	3.15	250	392	0	0.00	Linen/Pool Towels	1,142	0.87	1,750	(608)	0	0.00
79	0.39	125	(46)	0	0.00	Safety Equipment	79	0.06	875	(796)	0	0.00
220	1.08	100	120	0	0.00	Supplies - Cleaning	1,115	0.85	700	415	0	0.00
497	2.44	343	154	0	0.00	Supplies - Guest	1,008	0.77	3,299	(2,291)	0	0.00
42	0.21	83	(41)	0	0.00	Supplies - Other	297	0.23	581	(284)	0	0.00
50	0.25	0	50	0	0.00	Telephone	300	0.23	0	300	0	0.00
22	0.11	100	(78)	0	0.00	Training Equipment	469	0.36	700	(231)	0	0.00
189	0.93	0	189	0	0.00	Travel	539	0.41	0	539	0	0.00
39	0.19	208	(169)	0	0.00	Uniforms	292	0.22	1,456	(1,164)	0	0.00
140	0.69	0	140	0	0.00	Other Expenses	140	0.11	0	140	0	0.00
3,276	16.07	2,300	976	0	0.00	Total Other Expenses	9,369	7.16	15,739	(6,370)	0	0.00
(3,641)	(17.67)	(2,587)	(1,054)	0	0.00	Buccaneer Bay Dept Income	(39,475)	(41.66)	(23,926)	(15,549)	0	0.00
Current Month		Current Month		Current Month			Year to Date	Year	to Date	Ye	ear to Date	
This Year		Budget		Last Year		STATISTICS	This Year	Ві	udget	I	Last Year	
2,611		1,986		0		Buccanneer Bay Rev PAR	1,534		1,796		0	

Current Month		Current Month		Current Month			Year to Date		Year to Date		Year to Date	
This Year	Percent	Budget	Variance	Last Year	Percent	THE PRESERVE	This Year	Percent	Budget	Variance	Last Year	Percent
						THE PRESERVE						
						REVENUES						
3,366	13.64	31,775	(28,409)	0	0.00	Golf Rounds	27,166	31.38	105,000	(77,834)	0	0.00
550	2.23	0	550	0	0.00	Golf Membership	3,819	4.41	0	3,819	0	0.00
11,750	47.62	0	11,750	0	0.00	*	11,750	13.57	ő	11,750	0	0.00
(60)	(0.24)	0	(60)	0	0.00	Golf Lessons	25	0.03	0	25	0	0.00
240	0.97	0	240	0	0.00	Range Fees	360	0.42	0	360	0	0.00
2,348	9.52	0	2,348	0	0.00	Cart Rental	16,795	19.40	0	16,795	0	0.00
48	0.19	0	48	0	0.00	Club Rental	171	0.20	0	171	0	0.00
203	0.17	4,075	(3,872)	0	0.00		1,955	2.26	14,325	(12,370)	0	0.00
5,226	21.18	0	5,226	0	0.00	Pro Shop Soft Goods	16,197	18.71	0	16,197	0	0.00
0	0.00	0	0,220	0	0.00	Golf Outing Fee	30	0.03	0	30	0	0.00
0	0.00	0	0	0	0.00	Tournament Fee	135	0.03	0	135	0	0.00
(888)	(3.60)	0	(888)	0	0.00	Discounts	(3,638)	(4.20)	0	(3,638)	0	0.00
(666)	(3.00)		(666)		0.00	Discounts	(3,038)	(4.20)		(3,038)		0.00
22,783	92.34	35,850	(13,067)	0	0.00	Preserve Golf Revenue	74,765	86.36	119,325	(44,560)	0	0.00
1.020	4.21	1 265	(22.6)	0	0.00	CLI II F ID	5 101	c 00	7.515	(2.224)	0	0.00
1,039	4.21 3.45	1,365	(326)	0	0.00	Club House Food Revenue	5,191	6.00	7,515	(2,324)	0	0.00
850	3.43	1,365	(515)		0.00	Club House Beverage Revenue	6,615	7.64	7,515	(900)		0.00
1,889	7.66	2,730	(841)	0	0.00	Preserve Food & Beverage	11,806	13.64	15,030	(3,224)	0	0.00
			(12.000)									
24,672	100.00	38,580	(13,908)	0	0.00	The Preserve Revenue	86,571	100.00	134,355	(47,784)	0	0.00
						PRESERVE COST OF SALES						
4,297	17.42	2,649	1,648	0	0.00	Pro Shop Cost of Sales	7,570	8.74	9,312	(1,742)	0	0.00
271	1.10	0	271	0	0.00	Other Golf Cost of Sales	(307)	(0.35)	0,312	(307)	0	0.00
122	0.49	437	(315)	0	0.00		3,677	4.25	2,405	1,272	0	0.00
172	0.49	437	(265)	0	0.00	Golf Beverage Cost	1,164	1.34	2,405	(1,241)	0	0.00
	0.70	437	(203)		0.00	Gon Beverage Cost	1,104	1.54	2,403	(1,241)		0.00
4,862	19.71	3,523	1,339	0	0.00	Total Cost of Sales	12,104	13.98	14,122	(2,018)	0	0.00
19,810	80.29	35,057	(15,247)	0	0.00	Gross Golf Income	74,467	86.02	120,233	(45,766)	0	0.00
17,010	00.27	33,037	(13,247)	Ü	0.00	Gross Gon meome	74,407	00.02	120,233	(43,700)	O	0.00
						PAYROLL & RELATED EXPENSES						
3,917	15.88	3,750	167	0	0.00	Salaries & Wages-Dir of Golf	24,500	28.30	26,250	(1,750)	0	0.00
1,700	6.89	1,750	(50)	0	0.00	Salaries & Wages-Golf Asst Pro	11,034	12.75	12,250	(1,216)	0	0.00
4,000	16.21	4,000	0	0	0.00		25,123	29.02	28,000	(2,877)	0	0.00
2,500	10.13	2,500	0	0	0.00	Salaries & Wages-Asst Superint	15,833	18.29	17,500	(1,667)	0	0.00
137	0.56	6,949	(6,812)	0	0.00	Salaries & Wages-Outside Serv	5,027	5.81	20,573	(15,546)	0	0.00
108	0.44	3,600	(3,492)	0	0.00	Salaries & Wages-Golf F & B	4,003	4.62	10,800	(6,797)	0	0.00
444	1.80	4,800	(4,356)	0	0.00	Salaries & Wages-Golf Pro Shop	2,997	3.46	14,400	(11,403)	0	0.00
3,367	13.65	3,380	(13)	0	0.00	Salaries & Wages-Golf Grounds	24,200	27.95	40,956	(16,756)	0	0.00
851	3.45	2,232	(1,381)	0	0.00	Salaries & Wages-Golf Maint	4,955	5.72	15,264	(10,309)	0	0.00
1,523	6.17	3,115	(1,592)	0	0.00		10,287	11.88	17,576	(7,289)	0	0.00
979	3.97	1,127	(148)	0	0.00	Employee Benefits	10,274	11.87	7,176	3,098	0	0.00
19,526	79.14	37,203	(17,677)	0	0.00	Total Payroll - Related Expenses	138,233	159.68	210,745	(72,512)	0	0.00

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
						OTHER EXPENSES						
0	0.00	890	(890)	0	0.00	Drainage - Irrigation	525	0.40	2,670	(2,145)	0	0.00
0	0.00	0	0	0	0.00	Erosion	137	0.10	2,000	(1,863)	0	0.00
0	0.00	1,500	(1,500)	0	0.00	Fertilizer	1,207	0.92	7,500	(6,293)	0	0.00
0	0.00	500	(500)	0	0.00	Gas & Oil	5,888	4.50	4,000	1,888	0	0.00
0	0.00	0	0	0	0.00	Seed, Sod, Sand	3,424	2.62	8,570	(5,146)	0	0.00
0	0.00	0	0	0	0.00	Treatment Costs	7,013	5.36	21,000	(13,987)	0	0.00
0	0.00	500	(500)	0	0.00	Water/Irrigation	0	0.00	3,500	(3,500)	0	0.00
769	3.77	900	(131)	0	0.00	Equipment Parts/Repairs	3,202	2.45	6,200	(2,998)	0	0.00
0	0.00	0	o o	0	0.00	Furniture Fixtures Equip -Golf	226	0.17	0	226	0	0.00
5,950	29.19	0	5,950	0	0.00		46,792	35.74	30,600	16,192	0	0.00
0	0.00	150	(150)	0	0.00	Supplies - Cleaning	551	0.42	1,050	(499)	0	0.00
49	0.24	200	(151)	0	0.00	Supplies - Guest	929	0.71	400	529	0	0.00
205	1.01	300	(95)	0	0.00	Supplies - Kitchen	369	0.28	300	69	0	0.00
29	0.14	0	29	0	0.00	Supplies - Other	1,510	1.15	0	1,510	0	0.00
35	0.17	200	(165)	0	0.00	Licenses & Permits	35	0.03	1,400	(1,365)	0	0.00
0	0.00	50	(50)	0	0.00	Office Supplies	231	0.18	350	(119)	0	0.00
0	0.00	50	(50)	0	0.00	Pest Control	0	0.00	350	(350)	0	0.00
0	0.00	0	0	0	0.00	Pro Shop Supplies	16	0.01	0	16	0	0.00
244	1.20	150	94	0	0.00	Telephone	1,497	1.14	1,050	447	0	0.00
183	0.90	100	83	0	0.00	Television	416	0.32	700	(284)	0	0.00
263	1.29	400	(137)	0	0.00	Training/Travel	4,250	3.25	2,000	2,250	0	0.00
50	0.25	400	(350)	0	0.00	Uniforms	343	0.26	900	(557)	0	0.00
0	0.00	500	(500)	0	0.00	Vehicle Maint/Gas -Golf	0	0.00	3,500	(3,500)	0	0.00
0	0.00	0	0	0	0.00	Other Golf Expenses	115	0.09	0	115	0	0.00
7,777	38.15	6,790	987	0	0.00	Total Other Expenses	78,676	60.10	98,040	(19,364)	0	0.00
(7,493)	(37.00)	(8,936)	1,443	0	0.00	Preserve Dept Income	(142,442)	(133.75)	(188,552)	46,110	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year		STATISTICS	Year to Date This Year		to Date udget		ear to Date Last Year	
2,820		4,409		0		Preserve Revenue PAR	1,522		2,362		0	